Tune 20, 2000

Honorable Jere Glover
Chief Counsel
Office of Advocacy
U.S. Small Business Administration
409 3rd Street, S.W.
Washington, DC 20416

Dear Mr. Glover,

I am writing this letter to indicate my appreciation for your support to the California Capital Formation and Business Investment Committee. This committee was a part of the Defense Conversion Council which was established by the California Legislative during the midningties.

During that time we were determined to increase the accessibility and availability of equity financing to early stage companies in California. While this process was underway, we received considerable support from your office, and greatly appreciate the responsiveness and assistance provided by Terry Bibbens.

It became clear to those in the California Assembly, Senate and the Trade and Commerce Agency, that the Office of Advocacy was working with our committee in furthering the goal of supporting small business.

We have new initiatives in the planning phase, and I know that our efforts in California can depend on obtaining assistance from your office.

Flaving served as the Deputy Under Secretary of Defense for Acquisition, during the Reagan and Bush Administration, I understand the difficulties that face small business, and the need for the U.S. to nurture these high technology companies.

Thanks again for your support.

Will Lohner

Sincerely,

Milt L. Lohr

Partner